

30 DEC 1993

For Six Month Period Ending _____
(Insert date)

Name of Registrant BERMUDA DEPARTMENT OF TOURISM

Registration No. 00430

Business Address of Registrant 310 Madison Avenue, Suite 201, New York, N.Y. 10017
150 N. Wacker Drive, Suite 1070, Chicago, IL. 60606
245 Peachtree Center Avenue, Suite 803, Atlanta, GA. 30303
44 School Street I-REGISTRANT Suite 1010, Boston, MA. 02108

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in item 1.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

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4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☐ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
Patti Jean Pitt	38 Edgecombe Ave New York, N.Y. 10030	Bermudian/ British Subject	Asst. Sales Manager	Nov. 1

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Jenefer Brimmer	Account Executive	

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>

II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☐

No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

9. Have you acquired any new foreign principal¹ during this 6 month reporting period?

Yes ☐

No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

BERMUDA DEPARTMENT OF TOURISM

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

SEE ATTACHED

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

PLEASE SEE ATTACHED SCHEDULE "A"

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
			Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e)

⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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PLEASE SEE ATTACHED SCHEDULES "A" AND "B" FOR LIST OF OPERATIONAL EXPENSES

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- ☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____ NONE

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- ☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____ NONE

21. What language was used in this political propaganda:

- ☐ English ☐ Other (specify) _____ NONE

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☒

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☒

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☐ No ☒

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☒ No ☐
 Exhibit B⁷ Yes ☒ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

PAUL L. ZAR,

DIRECTOR OF SALES, NORTH AMERICA

State of New York.
County of New York) SS.:
PAUL L. ZAR

Subscribed and sworn to before me at 32 East 42nd Street, N.Y. N.Y. 10017

this 8th day of February, 19 94

PHYLLIS H. WARDEN
Notary Public, State of New York
No. 31-4870305
Qualified in New York County
Commission Expires Sept. 15, 1994

Phyllis H. Warden
(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

Yes _____ or No XXX

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes XXX or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)


Signature

2/8/94
Date

PAUL ZAR

Please type or print name of
signatory on the line above

DIRECTOR OF SALES, NORTH AMERICA
Title

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Bermuda

Department of Tourism

III ACTIVITIES

JULY

- 6 Hosted a Bermuda Presentation to Lincoln Investment Planning, Jenkinstown, PA by M. Outerbridge. 80 people attended, literature disseminated.
- 7 Hosted a Bermuda Presentation to Friendly Holidays, Lake Success, NY by K. Darrell. 25 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Thomas Cook Vacations, Cambridge, MA by R. T. Dillas. 30 travel agents attend, video "Postcards" shown, literature disseminated.
- 8 Hosted a Bermuda Presentation to Fling Vactions, PA by M. Outerbridge. 45 people attended, literature disseminated.
- Hosted a Bermuda Presentation, Garber Travel "Magic Carpet Vacations", Brookline, MA by R. T. Dillas. 10 travel agents attended, video "Postcards" shown, literature disseminated.
- Attended American Airlines Travel Agents Picnic, High Meadows, Granby, CT. by G. Bean. 1,000 agents attended literature disseminated.
- 14 Presented a Bermuda Educational Seminar at Northwest Airlines, Livonia, MI by L. Woolridge. 150 travel agents attended, literature disseminated.
- 14-17 Participated in the Meeting World Conference & Expo, New York Hilton Hotel - New York by M. Castro. 78 meeting planners & travel agents visited booth, literature disseminated.
- 19 Hosted a Bermuda Presentation Thomas Cook Vacations, Cambridge, MA by R.T. Dillas. 40 travel agents attended, video "Postcards" shown, literature disseminated.
- 22 Hosted a Bermuda Night, Bethel AME Church, Lynn MA by D. Adams. 20 people attended, video "In My Life" shown, literature disseminated.

AUGUST

- 6 Participated in a Bermuda Family Trade Show - St. Thomas VI by D. Ming, literature disseminated.
- 10 Hosted a Bermuda Presentation to Travel Network, Englewood, NJ by J. Guishard. 30 people attended.
- Hosted a Bermuda Presentation, Thomas Cook Travel Education Center, Cambridge, MA by R. T. Dillas. 15 students attended, video "Postcards" shown, slide presentation and literature disseminated.
- 11 Hosted a Bermuda Night, St. Vincent's Hospital, Worcester MA by G. Bean. 25 people attended, video "In My Life" shown, literature disseminated.
- Hosted a Bermuda Night, Harvey's Prime Rib - Westmont, IL by L. Woolridge. 50 people attended, literature disseminated.
- 12 Hosted a Bermuda Presentation at the Mt. Olive Church, Lynn, MA by D. Adams. 18 people attended, video "Postcards" shown, literature disseminated.
- 17 Participated in the Thomas Cook Travel Show, Cambridge, MA by D. Adams. 145 agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar at the Russian Tea Room, NY by J. Guishard, R. Eve & K. Darrell. 65 people attended.
- Presented a Bermuda Educational Seminar, Radisson Columbus North - Columbus, OH by L. Woolridge & D. Ming. 65 people attended, literature disseminated and video "In My Life" shown.
- 18 Presented a Bermuda Educational Seminar at the Russian Tea Room, NY by J. Guishard, R. Eve and K. Darrell. 65 people attended.
- Presented a Bermuda Educational Seminar, Ritz Carlton - Cleveland, OH by L. Woolridge & D. Ming. 92 people attended, video "In My Life" shown, literature disseminated.
- 19 Presented a Bermuda Educational Seminar, Ritz Carlton - Dearborn, MI by L. Woolridge & D. Ming. 154 people attended, video "In My Life" shown, literature disseminated.

AUGUST CONTINUED

- 20 Participated in a Trade Show, The Homestead - Hot Springs VA by J. Welch & G. Peters. 260 travel agents attended, literature disseminated.
- 21-25 Participated in the ASAE Annual Conference - Minneapolis Convention Center, Minneapolis, MN by J. Brimmer. 40 executives visited booth.
- 24 Presented a Bermuda Educational Seminar at the Hotel Thayer, Westpoint, NY by J. Guishard, R. Eve, K. Darrell and M. Outerbridge. 120 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar, USAir - Vandalia, OH by L. Woolridge & D. Ming. 95 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar, Palm Beach Marriott - Palm Beach, FL by M. Hale, G. Peters & J. Welch. 103 travel agents attended, literature disseminated.
- 25 Presented a Bermuda Educational Seminar at Trumbull Marriott, Trumbull, CT by K. Darrell, R. Eve, J. Guishard and M. Outerbridge. 60 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Stamford Marriott, Stamford, CT by K. Darrell, R. Eve, J. Guishard and M. Outerbridge. 55 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar, American Airlines Cincinnati - OH by L. Woolridge & D. Ming. 70 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Doubletree Hotel - Atlanta, GA by G. Peters, J. Welch & M. Hale. 197 travel agents attended, literature disseminated.
- 26 Presented a Bermuda Educational Seminar at Marriott Jacksonville - Jacksonville, FL by J. Welch, G. Peters and M. Hale. 91 travel agents attended, literature disseminated.

SEPTEMBER

- 1 Presented a Bermuda Educational Seminar - Deerpath Inn, Lake Forest, IL by L. Woolridge & D. Ming. 95 people attended, video "In My Life" shown, literature disseminated.
- 2 Presented a Bermuda Educational Seminar - Oak Brook Hills Hotel - Oakbrook, IL by L. Woolridge & D. Ming. 205 people attended, literature disseminated, video "In My Life" shown.
- 7 Presented a Bermuda Educational Seminar at The Touchdown Club, Washington, DC by M. Outerbridge, K. Darrell, J. Guishard & P. J. Pitt. 61 people attended, literature disseminated.

Participated in AAA Travel Night, AAA Travel Portland, ME by D. Adams. 50 people attended, literature disseminated.
- 8 Presented a Bermuda Educational Seminar at Cross Keys Inn, Baltimore, MD by M. Outerbridge, K. Darrell, J. Guishard & P.J. Pitt. 65 people attended, literature disseminated.

Hosted a Bermuda Night, AAA Travel Bangor, ME by D. Adams. 34 people attended, literature disseminated.

Participated in the Affordable Meetings Expo & Conference McCormick Place - Chicago, IL by M. Castro. 64 meeting planners & travel agents visited booth, literature disseminated.

Presented a Bermuda Educational Seminar, Radisson Hotel, Lansing, MI by L. Woolridge & D. Ming. 20 people attended literature disseminated, video "In My Life" shown.
- 9 Presented a Bermuda Educational Seminar at Hotel Dupont, Wilmington, DE by M. Outerbridge, K. Darrell, J. Guishard & P.J. Pitt. 48 people attended, literature disseminated.

Hosted a Bermuda Night. AAA Augusta, ME by D. Adams. 42 people attended, literature disseminated.

Participated in Garber Travel Product Seminar, Brookline, MA by R. T. Dillas. 75 people attended, literature disseminated.
- 10 Participated in a Trade Show, Tradewinds Resort - St. Petersburg, FL by G. Peters. 92 travel agents attended literature disseminated.

SEPTEMBER CONTINUED

- 13 Hosted a Bermuda presentation, Delta Airlines Marketing Office, East Boston, MA by R. T. Dillas & D. Adams. 16 marketing reps. attended, literature disseminated, slide presentation.
- Participated in a Trade Show, Holiday Inn Hotel - Harvey IL by D. Ming. 101 people attended, literature disseminated.
- 15 Hosted a Bermuda presentation, Thomas Cook Vacations, Cambridge, MA by R. T. Dillas. 46 agents attended, slide presentation, video "Postcards" shown, literature disseminated.
- 16 Hosted a Bermuda presentation, Globetrotters, Cambridge MA by R. T. Dillas. 20 agents attended, literature disseminated, slide presentation, video "Postcards" shown.
- 19-24 Participated in IT & ME - McCormick Place North - Chicago IL by D. Carlson and M. Castro. 240 meeting planners and travel agents attended, literature disseminated.
- 21 Presented a Bermuda Educational Seminar at The Monte Carlo Living Room, Philadelphia, PA by M. Outerbridge, J. Guishard & K. Darrell. 74 people attended, literature disseminated.
- 22 Presented a Bermuda Educational Seminar at Holiday Inn Cherry Hill, NJ by J. Guishard & K. Darrell. 73 people attended.
- 23 Presented a Bermuda Educational Seminar at Hanover Marriott, Whippany, NJ by J. Guishard & K. Darrell. 72 people attended.
- 24 Participated in a Trade Show, Elfer Lodge - Port Richey, FL by M. Hale. 95 people attended, literature disseminated.
- 25 Participated in "Taste of Rhode Island" Trade Show, Newport, RI by G. Bean. 20,000 people attended, literature disseminated.
- 27 Participated in National Trade Show, Holiday Inn, Rochester, NY by K. Darrell. 120 people attended, literature disseminated.
- 28 Participated in National Trade Show, Radisson Hotel, Buffalo, NY by K. Darrell. 85 people attended, literature disseminated.

SEPTEMBER CONTINUED

- 28 Hosted a Bermuda Presentation, Thomas Cook Travel Education Center, Cambridge, MA by R.T. Dillas. 40 travel agents attended, literature disseminated, slide presentation, video "Postcards" shown.
- Participated in a Trade Show , Carlson Travel Network Louisville, KY by L. Woolridge. 1500 people attended, literature disseminated.
- 29 Participated in National Trade Show, Quality Inn, Syracuse, NY by K. Darrell. 100 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar, Atherton Hilton, State College, PA by J. Guishard & R. Eve. 47 people attended.
- Presented a Bermuda Educational Seminar, Delta Reservations Center, Cincinnati, OH by L. Woolridge. 200 people attended, literature disseminated.
- 30 Participated in National Trade Show, Quality Inn, Albany, NY by K. Darrell. 125 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar, Pittsburgh Hilton, Pittsburgh, PA by J. Guishard & R. Eve. 105 people attended, literature disseminated.
- Hosted a Bermuda Presentation, Fugazy Travel, Boston, MA by R. T. Dillas, literature disseminated. 6 group travel agents attended, slide presentation, video "Postcards" shown.

OCTOBER

- 1 Presented a Bermuda Educational Seminar, New Hampshire Technical College, Nashua, NH by D. Adams. 25 travel students attended, literature disseminated, video "In My Life" shown.
- 4 Participated in National Trade Show, Portland ME by D. Adams. 74 agents attended, literature disseminated.
- 4 & 5 Attended NJ ASTA Travel Trade Show, Friar Tuck Inn, Cedar Gove, NJ by J. Guishard. 600 people attended, literature disseminated.
- 5 Participated in National Trade Show, Burlington MA by D. Adams. 65 travel agents attended, literature disseminated.

OCTOBER CONTINUED

- 6 Participated in Thomas Cook Product Preview Trade Show, Waltham, MA by D. Adams. 800 travel agents attended, literature disseminated.
- Participated in National Trade Show, Providence, RI by G. Bean. 59 travel agents attended, literature disseminated
- 7 Participated in National Trade Show, Windsor Locks CT by G. Bean. 68 travel agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar, Holiday Inn Augusta, ME by D. Adams. 40 travel agents attended, slide presentation, video "In My Life" shown, literature disseminated.
- 9 Presented a Bermuda Educational Seminar onboard Norwegian Cruise Line's "Dreamward" by D. Adams. 50 travel agents attended, literature disseminated.
- 12 Participated in a Trade Show , Detroit News Travel Show Detroit, MI by L. Woolridge. 800 people attended, literature disseminated.
- Participated in Mastorama Trade Show, Holiday Inn O'Hare - Rosemont, IL by D. Ming. 650 people attended, literature disseminated.
- Participated in a Trade Show, Holiday Inn - Jacksonville FL by M. Hale. 110 travel agents attended, literature disseminated.
- 13 Attended Colpitts Travel Fest, Dedham, MA by R. T.Dillas. 350 people attended, literature disseminated.
- 13 Participated in a Trade Show, Radisson Hotel - Kissimmee FL by M. Hale. 110 travel agents attended, literature disseminated.
- 14 Attended American Express Travel Fest, Boston, MA by R. T. Dillas. 320 people attended, literature disseminated.
- Participated in a Trade Show, Empress Cruises - Clearwater, FL by M. Hale. 110 travel agents attended, literature disseminated.
- 15 Participated in a Trade Show, Hyatt Hotel - Sarasota, FL by M. Hale. 110 travel agents attended, literature disseminated.

OCTOBER CONTINUED

- 18 Participated in National Trade Show, Salisbury on the Green, Uniondale, NY by K. Darrell. 140 people attended, literature disseminated.
- Bermuda Educational Seminar, Sheraton Wayfarr, Bedford, NH by R.T. Dillas, D. Adams, G. Bean & H. Cronis. 60 travel agents attended, literature disseminated, slide presentation and video "In My Life" shown.
- Participated in a Trade Show, Holiday Inn - Tampa FL by M. Hale. 300 travel agents attended, literature disseminated.
- 19 Participated in National Trade Show, Narrangasset Inn, Lindenhurst, NY by K. Darrell. 95 people attended, literature disseminated.
- Bermuda Educational Seminar, Hilton Dedham, MA by R.T. Dillas, D. Adams, G. Bean & H. Cronis. 128 travel agents attended, slide presentation, video "In My Life" shown, literature disseminated.
- 20 Participated in National Trade Show, Ramada Inn, Stratford, CT by K. Darrell. 120 people attended literature disseminated.
- Bermuda Educational Seminar, Marriott, Providence RI by R. T. Dillas, D. Adams, G. Bean & H. Cronis. 80 travel agents attended, literature disseminated, slide presentation & video "In My Life" shown.
- Presented a Bermuda Educational Seminar, Carlson Vantage Travel - Sarasota FL by M. Hale. 11 travel agents attended, literature disseminated.
- Participated in a Trade Show, Embassy Suites Hotel Atlanta, GA by G. Peters. 65 people attended, literature disseminated.
- 21 Participated in National Trade Show, Travel on the Hudson, Haverstraw, NY by J. Guishard. 120 people attended, literature disseminated.
- Bermuda Educational Seminar, Colonial Hilton, Wakefield MA by R. T. Dillas, D. Adams, G. Bean & H. Cronis. 124 travel agents attended, literature disseminated, slide presentation, video "In My Life" shown.

OCTOBER CONTINUED

- 21 Participated in a Trade Show , Cleveland Plain Dealer, Holiday Inn - Independence, OH by D. Ming. 500 people attended, literature disseminated.
- 22 Attended the Dukay Travel Trade Show, Grand Summit Hotel, Summit, NJ by J. Guishard. 350 people attended.
- Participated in Groups Inc. Travel Fair, Woburn, MA by D. Adams. 50 Leisure Group Leaders attended, literature disseminated.
- 25 Bermuda Educational Seminar, Marriott, Rocky Hill, CT by R.T. Dillas, D. Adams, G. Bean & H. Cronis. 106 travel agents attended, literature disseminated, slide presentation & video "In My Life" shown.
- Presented a Bermuda Educational Seminar, Travel Impressions - Ft. Lauderdale FL by M. Hale. 35 travel agents attended, literature disseminated.
- Participated in a Trade Show, Sheraton Hotel - Charlotte NC by J. Welch. 110 travel agents attended, literature disseminated
- 26 Participated in National Trade Shows, Embassy Suites Arlington, VA by M. Outerbridge. 200 people attended literature disseminated.
- Bermuda Educational Seminar, Ramada Inn Springfield, MA by R. T. Dillas, G. Bean, D. Adams, & H. Cronis. 55 travel agents attended, literature disseminated, slide presentation and video "In My Life" shown.
- 26 Participated in a Trade Show, North Raleigh Hilton, Raleigh, NC by J. Welch. 100 travel agents attended, literature disseminated.
- Participated in a Trade Show, Radisson Hotel - Miami FL by M. Hale. 450 travel agents attended, literature disseminated.
- 27 Presented a Bermuda Educational Seminar, Travel Masters Ft. Lauderdale, FL by M. Hale. 5 travel agents attended, literature disseminated
- 30 Participated in AAA Travel Show, Warwick RI by G. Bean. 140 people attended, literature disseminated.

NOVEMBER

- 1 Participated in Golf Group Trade Show, Waltham MA by D. Adams. 110 people attended, literature disseminated.
- 1-3 Attended Meetings Management '93 - Wyndham Franklin Plaza, Philadelphia, PA by M. Castro. 42 meeting planners and travel agents visited booth, literature disseminated.
- 3 Presented a Bermuda Educational Seminar , Continental Airlines, Cleveland, OH by L. Woolridge. 12 people attended, literature disseminated.
- Attended GoGo Round Table Seminar, Marriott's Hotel, Pittsburgh, PA by J. Guishard. 65 people attended.
- Attended the Annual Milne Travel Show - Barre, VT by G. Bean. 200 people attended, literature disseminated.
- Participated in Golf Digest Trade Show, Embassy Suites - Beachwood, OH by L. Woolridge. 140 people attended, literature disseminated.
- 4 Participated in Vermont Society of Travel Agents Trade Show, Burlington VT by G. Bean. 200 travel agents attended, literature disseminated.
- 8 Attended the USAir Vacations Trade Show, Ritz Carlton Hotel, Washington, DC by J. Guishard. 400 people attended.
- 8-12 Attended the ICPA Annual Conference, Hyatt Regency - San Antonio, TX by D. Carlson. 8 insurance executives visited booth, literature disseminated
- 9 Attended USAir Vacations Trade Show, B & O Railway Museum Baltimore, MD by M. Outerbridge & J. Guishard. 450 people attended.
- Participated in Golf Digest Trade Show, Radisson Suite Hotel - Rosemont, IL by L. Woolridge. 150 people attended, literature disseminated.
- 10 Attended USAir Vacations Trade Show, Westin William Penn Hotel, Pittsburgh, PA by M. Outerbridge. 425 people attended, literature disseminated.
- 11 -13 Attended New York Marathon Trade Show, New York Hilton, NY by M. Outerbridge, L. Burchall assisted. 10,000 people attended.

NOVEMBER CONTINUED

- 15 Attended Travel Impressions Trade Show, Philadelphia Convention Center, Philadelphia, PA by M. Outerbridge. 275 people attended, literature disseminated.
- 16 Attended USAir Vacations Trade Show, Wyndham Franklin Plaza, Philadelphia, PA by M. Outerbridge & R. Eve. 435 people attended.
- 16 Bermuda Educational Seminar, Thomas Cook Travel Education Center - Cambridge, MA by R. T. Dillas. 36 agents attended, literature disseminated, slide presentation & video "Postcards" shown.

DECEMBER

- 15 Presented a Bermuda Educational Seminar, Carbo's - Atlanta, GA by J. Welch, G. Peters & M. Hale. 10 travel agents attended, literature disseminated.

Participated in a Trade Show, Saddlebrook Resort - Wesley Chapel, FL by M. Hale. 70 people attended, literature disseminated.



Bermuda

Department of Tourism

EXPLANATION OF EXPENDITURES

- A. SALARIES-Major portion of salaries paid to staff directly from Bermuda. Salaries listed here, include part time employees, salary advances, etc.
- B. OTHER PERSONNEL COSTS-Includes Life Insurance, Medical Insurance, Pension Plan, etc.
- C. TRAINING-Self explanatory.
- D. TRAVEL-Expenses for travel of sales staff in the promotion of Bermuda. Travel to trade shows, seminars, trade shows, fam trips and calls on Travel Professionals, as listed on Supplemental Statement (Form CRM 154). No expenses for any U.S. Government Officials or media representatives.
- E. TELEPHONE/POSTAGE/SHIPPING-Expenses for mailing and shipment of brochures and promotional material to consumers and travel agents from regional offices. Also included are local and long distance telephone expenses, and local messenger service.
- F. STATIONARY/PRINTING-Printing of office forms and stationary, co-op advertising with travel industry partners.
- G. PROFESSIONAL SERVICES-Literature fulfillment performed by outside mailing houses, telemarketing services provided by outside vendor, and payment for temporary employees.
- H. OFFICE & EQUIPMENT RENTALS-Self Explanatory.
- I. OFFICE & EQUIPMENT REPAIRS-Self Explanatory.
- J. ELECTRICITY-Self Explanatory
- K. AUTO FUEL-Fuel used in connection with travel expenses as noted above in item D.
- L. OFFICE SUPPLIES & EQUIPMENT-Self Explanatory.
- M. CONTRIBUTIONS-None
- N. ENTERTAINMENT-Entertainment of other travel industry partners. No U.S. government or media representatives entertained.
- O. SPECIAL PROMOTIONAL EVENTS-Expenses incurred for participation at events listed in Supplemental Statement.

SCHEDULES A & B

NEW YORK OFFICE

SCHEDULE "A"

OPENING BALANCE JULY 1, 1993 **\$118,213.00**

FUNDS RECEIVED FROM BERMUDA **\$1,210,900.00**

SCHEDULE "B"

SALARIES	\$67,966.00
OTHER PERSONNEL COSTS	\$122,263.00
TRAINING	\$21,100.00
TRAVEL	\$94,654.00
TELEPHONE/POSTAGE/SHIPPING	\$156,145.00
STATIONARY/PRINTING	\$232,595.00
PROFESSIONAL SERVICES	\$181,607.00
OFFICE & EQUIPMENT RENTALS	\$153,601.00
OFFICE & EQUIPMENT REPAIRS	\$9,622.00
OFFICE INSURANCE	\$8,768.00
ELECTRICITY	\$0.00
AUTO FUEL	\$3,444.00
OFFICE SUPPLIES & EQUIPMENT	\$29,184.00
CONTRIBUTIONS	\$0.00
ENTERTAINMENT	\$4,789.00
SPECIAL PROMOTIONAL EVENTS	\$124,498.00
TOTAL OPERATIONS	\$1,210,236.00
BALANCE ON HAND DECEMBER 31, 1993	\$118,877.00

SCHEDULES A & B

ATLANTA OFFICE

SCHEDULE "A"

OPENING BALANCE JULY 1, 1993 **\$67,503.00**

FUNDS RECEIVED FROM BERMUDA **\$134,250.00**

SCHEDULE "B"

SALARIES	\$0.00	
OTHER PERSONNEL COSTS	\$0.00	
TRAINING	\$1,104.00	
TRAVEL	\$58,022.00	
TELEPHONE/POSTAGE/SHIPPING	\$22,281.00	
STATIONARY/PRINTING	\$2,377.00	
PROFESSIONAL SERVICES	\$6,600.00	
OFFICE & EQUIPMENT RENTALS	\$16,410.00	
OFFICE & EQUIPMENT REPAIRS	\$2,240.00	
OFFICE INSURANCE	\$0.00	
ELECTRICITY	\$0.00	
AUTO FUEL	\$1,357.00	
OFFICE SUPPLIES & EQUIPMENT	\$6,448.00	
CONTRIBUTIONS	\$0.00	
ENTERTAINMENT	\$4,731.00	
SPECIAL PROMOTIONAL EVENTS	\$12,637.00	
MISC	\$13,818.00	
TOTAL OPERATIONS		\$148,025.00

BALANCE ON HAND DECEMBER 31, 1993 **\$53,728.00**

SCHEDULES A & B

BOSTON OFFICE

SCHEDULE "A"

OPENING BALANCE JULY 1, 1993	\$16,198.00
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FUNDS RECEIVED FROM BERMUDA	\$209,250.00
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SCHEDULE "B"

SALARIES	\$1,043.00
OTHER PERSONNEL COSTS	\$0.00
TRAINING	\$157.00
TRAVEL	\$32,075.00
TELEPHONE/POSTAGE/SHIPPING	\$19,274.00
STATIONARY/PRINTING	\$1,440.00
PROFESSIONAL SERVICES	\$7,396.00
OFFICE & EQUIPMENT RENTALS	\$23,305.00
OFFICE & EQUIPMENT REPAIRS	\$895.00
OFFICE INSURANCE	\$1,857.00
ELECTRICITY	\$1,148.00
AUTO FUEL	\$1,211.00
OFFICE SUPPLIES & EQUIPMENT	\$3,700.00
CONTRIBUTIONS	\$0.00
ENTERTAINMENT	\$179.00
SPECIAL PROMOTIONAL EVENTS	\$21,935.00
TOTAL OPERATIONS	\$115,615.00

BALANCE ON HAND DECEMBER 31, 1993	\$109,833.00
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SCHEDULES A & B

CHICAGO OFFICE

SCHEDULE "A"

OPENING BALANCE JULY 1, 1993 **\$37,574.00**

FUNDS RECEIVED FROM BERMUDA **\$224,100.00**

SCHEDULE "B"

SALARIES	\$9,860.00
OTHER PERSONNEL COSTS	\$0.00
TRAINING	\$0.00
TRAVEL	\$40,813.00
TELEPHONE/POSTAGE/SHIPPING	\$14,018.00
STATIONARY/PRINTING	\$2,203.00
PROFESSIONAL SERVICES	\$5,136.00
OFFICE & EQUIPMENT RENTALS	\$11,323.00
OFFICE & EQUIPMENT REPAIRS	\$739.00
OFFICE INSURANCE	\$0.00
ELECTRICITY	\$473.00
AUTO FUEL	\$631.00
OFFICE SUPPLIES & EQUIPMENT	\$3,523.00
CONTRIBUTIONS	\$0.00
ENTERTAINMENT	\$489.00
SPECIAL PROMOTIONAL EVENTS	\$34,149.00
MISC	

TOTAL OPERATIONS **\$123,357.00**

BALANCE ON HAND DECEMBER 31, 1993 **\$138,317.00**

Registrant: Bermuda Department of Tourism
Registration#: 430

The following persons in your organization filed short form registration statements on the date indicated by each name. These short forms are still in an active status. Please review and update where appropriate.

Date Filed	Name	Current Role	Termination Date?
7/03/47	Margaret Ackman Shaw	n/a	Unknown
6/02/81	Garth Z. Pedro		
8/14/86	Michael Outerbridge		
8/14/86	Lauren Woolridge		
8/14/86	Jerome P. Welch		
8/14/86	William K. Gutteridge		
7/30/87	Dianne Carlson		
2/05/88	Paul L. Zar		
8/01/88	W. Glenn Bean		8/31/93
8/01/88	Jenefer Brimmer		
8/01/89	Reginald C. Toby Dillas		
8/01/89	Richard C. Eve		
2/06/90	John Manuel Ponta Garca	Regional Manager	10/31/92
8/13/90	Diana Marie Adams		
7/31/91	Karin Angelyn Darrell		
1/1/88	Darlene Olivia Ming	Asst. Mgr. - Sales	

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